



Director Marita McCafferty

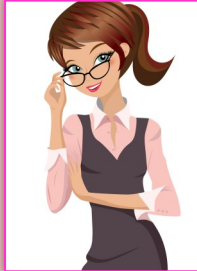
Dynamite Unit



Congratulations Achievers!



Linda Sperring



Peggy Smith-Dobbs



Dolores Morroni



Dawn Patterson



Cindy Ervin



Marita McCafferty



Dolores Morroni, Linda Sperring, & Marita are on-target for the Fall Consistency Challenge!



Congratulations 1st Quarter Stars!!!



Linda Sperring
Diamond



Dolores Morroni
Diamond

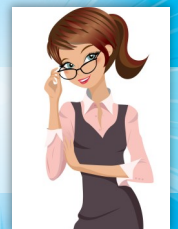


Marita McCafferty
Ruby



Cindy Ervin
Sapphire

Pat Varrone
Sapphire



On-Target All-Stars!

Set Your Sights on STARDOM this quarter!



Logon to InTouch to see all of the amazing prizes!!

Sapphire	★	Ruby	★	Diamond	★	Emerald	★	Pearl
1.800		2.400		3.000		3.600		4.800

The Ultimate Unit



Team Leaders

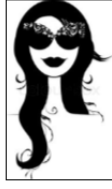
5-7 Team Members



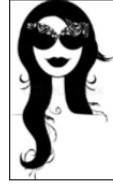
Position Available!

Future Director

8+ Team Members



Position Available!



Position Available!



Position Available!



Position Available!



Position Available!



Star Team Builder

3-4 Team Members



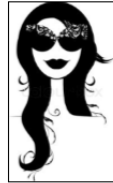
Linda Sperring



Position Available!



Position Available!



Position Available!



Position Available!

Senior Consultants

1-2 Team Members

Barb Dickson	Maribeth Kelly-Mojica	Cathy Larkin	Dolores Morroni	Candida Taylor
Pat Varrone	Position Available!	Position Available!	Position Available!	Position Available!
Position Available!	Position Available!	Position Available!	Position Available!	Position Available!

Dynamite Unit

2020 Vision Goals



We can Do This

PIC-COLLAGE

300,000 Unit Club
 10 Stars each Quarter
 Premier Club Unit
 10 New Unit Members per month
 3 New Directors
 10 New Customers for each consultant every month

Dates Ahead

8/31...Last day of the month to place orders.

9/2...No meeting—Labor Day

9/9...meeting (Walton Rd) 6:30pm

9/13...Happy Anniversary Mary Kay Inc!

9/16...meeting (Walton Rd) 6:30pm

9/17...Winter PCP enrollment begins

9/23...meeting (Walton Rd) 6:30pm

9/30...meeting (Walton Rd) 6:30pm.

Last day of the month to place orders.

Valerio Area Workshops

November 12th

Blue Bell Country Club

Future dates: April 7th & June 16th

January JAM

January 25th

Blue Bell Country Club

Career Conference 2020

Week 1: Mach 20/21 & 22/23

Week 2: March 27/28

Ruby Seminar 2020

July 29th-August 1st

'Love' Checks

6% Commission

Dolores Morroni	\$42
Linda Sperring	\$36

4% Commission

Cathy Larkin	\$34
Candida Taylor	\$19
Maribeth Kelly-Mojica	\$10

(Commissions of \$10 and up)



How do you earn Commission??

- 1-2 active team members = 4%
- 3-4 active team members = 4-8%
- 5+ active team members = 9%
- 5+ team members who place \$225+ w/s ea. in a month & you place \$600 w/s = 13%

Pink Investors

These consultants invested in product last month!



Peggy Smith-Dobbs	Johna Lingelbach
Dolores Morrone	Danielle Berkenbaugh
Dawn Patterson	Joan Doyle
Cindy Ervin	Laurie Kibelstis
Linda Sperring	Marlene Phillips
Cassandra Weisbecker	Lisa Deihl
Barbara Dickson	Iris Morales
Jeanne Ruhl	

Celebrate!

<u>Oct Birthdays</u>	<u>Day</u>	<u>Oct Anniversaries</u>	<u>Year</u>
Dawn Patterson	7	Janet Cipoletta	11
Lori Moore	9	Adrienne Darr	1
Fabiola Galeno	10		
Peggy Smith-Dobbs	11		
Debbie Bracy	20		
Tina Filandino	30		
Sharon Gayser	31		



Each month during the 2019 – 2020 Seminar year that an Independent Beauty Consultant places a cumulative \$600* or more wholesale Section 1 order, she can earn a monthly jewelry piece from the super chic **You Can Do It! Challenge Collection by R.J. Graziano**. And that's just the beginning! Setting and achieving a retail selling goal to support a \$600* or more monthly wholesale Section 1 order could be just what you need to find consistent success. And every month, you'll discover a different path to achieve your goals. So get to it, because we know *You Can Do It!*



Seminar Awards 2020



YTD Court of Sales

MK: \$40,000 retail * Area: \$20,000 retail

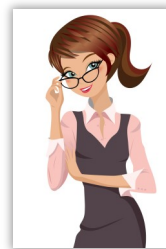


- | | |
|-------------------------|------------|
| 1. Dolores Morrone | \$2,768.00 |
| 2. Linda Sperring | \$2,517.00 |
| 3. Dawn Patterson | \$1,820.00 |
| 4. Peggy Smith-Dobbs | \$1,722.00 |
| 5. Cindy Ervin | \$1,328.00 |
| 6. Pat Varrone | \$1,207.00 |
| 7. Barbara Dickson | \$630.00 |
| 8. Cassandra Weisbecker | \$612.00 |
| 9. Jeanne Ruhl | \$556.00 |
| 10. Johna Lingelbach | \$553.00 |

July 1, 2019-June 30, 2020

YTD Court of Sharing

MK: 24 Qualified * Area: 10 Qualified



1. You!

1Q

"The future belongs to those who believe in the beauty of their dreams."
-Eleanor Roosevelt



Holiday Action Plan




October

1. Set your goal for holiday sales & recruiting.
2. Make a list of all businesses & people you do business with, talk to them about your gift-buying services
3. Talk to all your customers about helping them with their gift buying needs. Help them see how you can help them. Show them how shopping NOW will offer them the best choices and prevent some of the hassles of their holiday time.
4. Book Holiday Shopping Coffees.
5. Have every customer fill out a Holiday Wish List so you can follow up with their —Santa (This will be done in Nov & Dec)
6. Offer a variety of classes—Skin Care, Glamour, etc. Begin to talk to everyone about preparing for the holidays.
7. Give out Halloween Treats for the Trick-or-Treaters' Moms with a coupon for a New Ghoul-ish Look!
8. RECRUITING! Build your team in October so they can take advantage of the holiday selling season!

November

1. Follow up with all business contacts & leads
2. Continue to book shopping coffees, skin care, and glamour classes.
3. Continue having each customer fill out a Holiday Wish List.
4. Begin talking to the men you have contact with—work, church, friends, etc.
5. Begin following up with Holiday Wish Lists. (They may not be ready to buy— but you are at least making your service known!)
6. Service all of your customers for their personal & holiday needs.
7. RECRUIT! What a great time to begin a business of your own shopping at cost, providing service for those you know & prepare for an exciting New Year of Opportunity!

December

1. Follow up on all husbands & men! They are beginning to get serious!
 2. Follow up on all Holiday Wish Lists.
 3. Book shopping coffees.
 4. Book skin care and glamour appointments. (Help them feel more confident & festive by looking their best for parties and other gatherings)
 5. Talk to men about 12 Days of Christmas or 8 Days of Chanukkah gifts! They love it!
 6. Have gifts with you at all times— in your car— in a basket that you carry— at all appointments & reorders.
 7. Help people think about stocking stuffers & last minute gifts.
 8. RECRUIT!! Still time to get gifts at cost, take advantage of the tax benefits and prepare for an exciting New Year of Opportunity!
- 



SNSD
Sandy
Valerio



If it is to BEE It's Up to Me!



2019-20 Valerio Area
Consultant Challenge

Be an Achiever In your Category of Choice Each Month!

Bee Busy

\$400 Personal Wholesale*
15 faces or 4 parties
\$600 retail sales*
1 new pers. Q or 2 new recruits
5 interviews/guests to events

Complete 4 of 5 to earn the
monthly prize!

Bee Awesome

\$500 Personal Wholesale*
20 faces or 6 parties
\$800 retail sales*
1 new pers. Q or 2 new recruits
10 interviews/guests to events

Complete 4 of 5 to earn the
monthly prize And a 15 min
goal session!

Bee Excellent

\$600 Personal Wholesale*
25 faces or 8 parties
\$1000 retail sales*
1 new pers. Q or 2 new recruits
15 interviews/guests to events

Complete 4 of 5 to earn the
monthly prize, a 15 min goal
session AND a \$10 Starbucks
Gift Card!

*these items must be completed

Consistency Prize

Complete 5 out of 6
months to be treated to a
pedicure with Sandy!
(July-Dec or Jan-Jun)

Faces/Selling Appointments/Parties

Name (put an H next to hostesses)	Party/ Facial	\$\$ Sold	Book- ings
1.			
2.			
3.			
4.			
5.			
6.			
7.			
8.			
9.			
10.			
11.			
12.			
13.			
14.			
15.			
Totals			

Name (put an H next to hostesses)	Party/ Facial	\$\$ Sold	Book- ings
16.			
17.			
18.			
19.			
20.			
21.			
22.			
23.			
24.			
25.			
26.			
27.			
28.			
29.			
30.			
Totals			

Interviews/Guests

Name /Phone F=Followed Up R=Recruited	Name /Phone F=Followed Up R=Recruited
1.	9.
2.	10.
3.	11.
4.	12.
5.	13.
6.	14.
7.	15.
8.	16.

Personal W/S: _____

Retail Sales: _____

Pers. Recruits: _____

Qual. Pers. Recruits: _____

Which Key did you Achieve?

Bee Excellent: _____

Bee Awesome: _____

Bee Busy: _____

Name: _____ Dir. Name _____

Email: _____ Month: _____

*Tracking sheets must be received by the 3rd of the month. Please e-mail to nsdsandyv@gmail.com



Marita McCafferty
Independent Sales Director
 1115 Angus Circle
 Blue Bell, PA 19422



To the Dynamic:

Holiday Products are Here!

This year, look for color that shines, skin-quenching treats, festive scents and plenty of stocking stuffer options that can help you meet new faces with everything Holi-YAY!

A Wintry Wonderland of Giftable Holiday Products

- **Limited-Edition† Mary Kay Mad About Masking™ Mask Pod Gift Set.** New formulas and perfect as gifts for anyone who loves to mask with friends or enjoys spa time.
- **Mary Kay® Mask Applicator** maximizes your masking sessions with mess-free application and less product.
- **Limited-Edition† Mary Kay Ultra Stay™ Lip Lacquer Kit** is popular and on-trend!
- **Limited-Edition† Mary Kay® Fragrance Travel Sprays** are perfect for freshening up on the go.
- Back by popular demand! **Limited-Edition† Cityscape® Silkening Dry Oil** and **Limited-Edition† Be Delighted® Body Mousse.**
- **Limited-Edition† Holiday Gift Box Set.** Three blissfully branded *Mary Kay®* boxes in different shapes and sizes make unwrapping gifts a joyful experience.
- **Gift With Purchase!** FREE* pair of comfy, fuzzy socks with every purchase of *Mint Bliss™* Energizing Lotion for Feet & Legs.

Merry Resources to Help You Prepare, Plan and Sell

You'll find all the resources to help you promote holiday products and become the ultimate Merrymaker for your customers under the [Product Central Holiday Hub](#) – including a handy Holiday 2019 Tool Kit Guide for visual reference. And don't forget to keep your social media merry and bright with fun and downloadable product posts.

†Available while supplies last *Available from participating Independent Beauty Consultants only, while supplies last.

